

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 03751 070705Z

12

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /017 W

----- 060712

R 070542Z SEP 74

FM AMEMBASSY KUWAIT

TO AMEMBASSY BEIRUT

INFO SECSTATE WASHDC 0791

USDOC WASHDC

UNCLAS KUWAIT 3751

FROM EMBASSY DOHA

EO 11652: NA

TAGS: BEXP QA

SUBJ: PROSPECTIVE AGENT FOR IBM IN QATAR

1. JAIDAH MOTOR AND TRADING CO, IN DOHA, HAS REQUESTED EMBASSY'S ASSISTANCE IN DETERMINING STATUS OF PENDING AGENCY AGREEMENT WITH IBM OFFICE IN BEIRUT. ACCORDING JAIDAH'S DEPUTY MANAGER, IBM EXPRESSED INTEREST IN NAMING COMPANY AS AGENT TO HANDLE OFFICE EQUIPMENT AND MACHINES. RECENTLY, HOWEVER, IBM HAS NOT RESPONDED TO LETTERS FROM JAIDAH WHO IS IN DARK REGARDING IBM'S PLANS. DEP MANAGER SAID JAIDAH WILL LOOK ELSEWHERE IF AGREEMENT WITH IBM NOT FORTHCOMING AND ADDED THAT MARKET IN QATAR FOR OFFICE MACHINES WAS VERY GOOD.

2. ACTION REQUESTED: EMBASSY BEIRUT IS REQUESTED TO CONTACT IBM OFFICE AND ASCERTAIN WHETHER OR NOT THEY ARE INTERESTED IN AGENCY HERE. JAIDAH IS WELL ESTABLISHED REPUTABLE FIRM THAT IS SUCCESSFULLY HANDLING A NUMBER OF FOREIGN ACCOUNTS. STOLTZFUS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 SEP 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Film Number:** D740249-0189  
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**Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Authority:** boyleja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 JUL 2002  
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**Review Exemptions:** n/a  
**Review History:** RELEASED <12 JUL 2002 by maustmc>; APPROVED <29 JAN 2003 by boyleja>  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROSPECTIVE AGENT FOR IBM IN QATAR  
**TAGS:** BEXP, QA  
**To:** BEIRUT  
**Type:** TE  
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